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RALEIGH EXPORT ASSISTANCE CENTER TRADE BULLETIN

REBUILDING IRAQ: ECONOMIC SANCTIONS

From 1990 to May 2003, the United States maintained a comprehensive embargo on Iraq pursuant to U.S. Executive Orders and statutory requirements and consistent with U.N. Security Council Resolutions. On May 22, 2003, the U.N. Security Council issued Resolution 1483 which lifted most economic sanctions on Iraq in order to facilitate Iraq's economic development.

The text of the resolution can be found at http://www.un.org/Docs/sc/unsc_resolutions03.html

On May 23, 2003, in order to implement the lifting of U.N. sanctions and facilitate the continuing reconstruction of Iraq, the Department of the Treasury's Office of Foreign Assets Control (OFAC) revised the Iraqi Sanctions Regulations by issuing General License 575.533, which authorizes most previously-prohibited transactions with Iraq, including the exportation or re-exportation of most non-sensitive dual-use goods. This license can be found at <http://www.treas.gov/offices/enforcement/ofac/act/ions/20030523.html>

However, the exportation or re-exportation to Iraq of any goods or technology that are subject to a license requirement under the Department of Commerce's Export Administration Regulations (EAR) continues to require specific authorization from OFAC. If you are unsure whether your proposed export involves goods or technology that are subject to a license requirement under the EAR for exportation to Iraq, please contact the Bureau of Industry and Security at (202) 482-4811.

If you determine that a proposed export requires specific authorization, exporters should contact OFAC in order to apply for a license. Companies are strongly urged to consult with OFAC

regarding the scope of General License 575.533 or other questions about the scope of permissible trade and transactions with Iraq. For more information, go to <http://www.export.gov/iraq>.

U.S. JOINS INTERNATIONAL TRADEMARK FILING SYSTEM

(From N.C./S.C. Trade News Volume 7, Issue 6, June 2003)

U.S. companies will soon have a new option for registering their trademarks overseas, using an international filing system that will cost significantly less than the present country-by-country method. An agreement has been made that the U.S. may join the Madrid Protocol, an international treaty that facilitates procuring and maintaining international registrations in the participating countries through a centralized and cost-effective system.

The Madrid Protocol is administered by the World Intellectual Property Organization (WIPO) in the U.N. and has a total of 57 countries that are currently members. The Protocol will allow U.S. applicants to file a single international trademark application that designates the member countries where trademark registration is sought.

U.S. participation in the Madrid Protocol will start no sooner than November 2, 2003. If no substantive registrability issues arise, a trademark owner may save several thousand dollars by acquiring an international registration that covers several countries, rather than obtaining separate national registrations. For more information, contact your local USEAC.

TRADE LEAD- BELGIUM, MEDICAL DEVICES

Obelis is a consulting company providing European authorized representative services to non-European medical device manufacturers. Services include certification of Class I medical

devices and IVD medical devices, technical file management and incident reports to European competent authorities, initial marketing set-up and clinical-trial services. Obelis is currently looking for partnership with American companies

For more information please consult their website at www.obelis.net or email at mail@obelis.net

Names of the representatives of the company "Obelis" are: Mr. Miguel Ohn and Mr. Gideon Elkayam. Their phone number in Belgium is 32-2-732-5954. Their fax number is 32-2-732-6003.

You may also contact Luc Lippens, a Trade Commissioner of the Brussels Trade Office Consulate General of Belgium. To contact Luc Lippens, write 1330 Avenue of the Americas, 26th floor New York, NY 10019 or tel.: 212 399 8522, fax: 212 399 8517, or e-mail: brusselsusa@msn.com. (*See disclaimer below.)

PRIMER ON FOREIGN TRADE ZONES

Foreign Trade Zones (FTZs) are designated sites where special customs procedures apply. They are restricted-access areas authorized by the Foreign Trade Zones Board, which consists of the U.S. treasury and U.S. Commerce Secretaries. U.S. communities often have to compete globally for investment in local manufacturing and commerce, and locations overseas sometimes offer more favorable customs environment for businesses. U.S. foreign trade zones help level the playing field in terms of the business costs associated with importation and customs clearance FTZs also assist state and local officials to develop their economies by attracting foreign commerce. By helping U.S. firms improve their international competitiveness, FTZs can help retain local business and encourage development of additional jobs.

Other Foreign Trade Zone advantages include:

- Customs duty and federal excise tax, if applicable, are paid only when merchandise is transferred from an FTZ to the customs territory of the U.S. or transferred to Canada or Mexico.

- Goods may be imported into, and then exported from, a zone without the payment of duties and

excise taxes, except to certain countries subject to trade agreements, such as Canada and Mexico (in which case, any applicable duties and excise taxes are levied). Goods may also be imported into, and destroyed in, a zone without the payment of duty and excise tax.

- Merchandise imported into the U.S. and held in a zone for the purpose of storage, sale, exhibition, repackaging, assembly, distribution, sorting, grading, cleaning, mixing, display, manufacturing, or processing, as well as merchandise produced in the U.S. and held in a zone for exportation, either in its original form or altered by any of the above methods, is exempt from state and local ad valorem taxes.

- Product may remain in a zone indefinitely, whether or not it is subject to duty. Other customs procedures, such as bonded warehouses and temporary import bonds, are subject to limits.

- Customs security requirements and federal criminal sanctions deter theft. Deterrence may result in lower insurance costs and few incidents of loss for cargo imported into a FTZ.

- In order to admit merchandise into a zone, the zone operator must submit a request with appropriate documentation to the Customs Service port director.

The above material is a condensed description of Foreign Trade Zones from the *USDOC International Business News*, May 2003 edition. For more information about FTZs, call the Foreign Trade Zones Board at the U.S. Department of Commerce at (202) 482-2862, or visit <http://www.ia.ita.doc.gov/ftzpage/>.

For information on North Carolina Foreign Trade Zones, contact Pamela Davison at 919-558-9394, or email: pkdavison@nc.rr.com.

EU TENDERS DATABASE

The Commercial Service is dedicated to increasing opportunities for US firms to have access to European public procurement markets. For this purpose, we have developed a database of public procurement tenders published in the Official Journal of the European Union: we

selected all tenders that are open to US firms under the terms of the Government Procurement Agreement (GPA).

Our database is based on the Tenders Electronic Daily (TED), which is the online version of the Official Journal of the European Union. Our database gives direct access to all tenders for the procurement of goods, services and supplies in Europe that are open to US bidders in a variety of industries. For example, there are currently over 100 tenders specifically for environmental technologies and equipment in Europe that are open to US-based companies!

To learn more about the EU Tenders Database and to perform a search of EU Tenders visit: http://www.buyusa.gov/europeanunion/eu_tenders.html

SARS INFORMATION

(From N.C./S.C. Trade News Volume 7, Issue 6, June 2003)

On May 14, 2003, the Center for Disease Control and Prevention (CDC) released two new important guidance documents regarding travelers arriving from affected areas. The first document, *Interim Guidance for Institutions or Organizations Hosting Persons Arriving in the U.S. from Areas with Severe Acute Respiratory Syndrome (SARS)*, will be of particular interest to offices hosting events that include participants from areas with SARS. The link to this document is:

<http://www.cdc.gov/ncidod/sars/hostingarrivals.htm>.

The second, *Interim Guidelines for Businesses and Other Organizations with Employees Returning to the U.S. from Areas with SARS*, will be of interest to any supervisors/employees that may have co-workers returning from areas with SARS:

http://www.cdc.gov/ncidod/sars/business_guidelines.htm.

UPCOMING EVENTS

July 15-Sept. 9

Charlotte, NC

Tools for Trade

A Seminar Series to Provide Your Company with the Tools to be Competitive in the Global Marketplace. Topics to be covered include: Risk Assessment, Methods of Payment; Developing an International Marketing Plan. In addition, participants will be introduced to the support network of service providers, i.e. government agencies (USDOC, SBA, SBTDC, NCDOT, Ex-Im Bank, etc.), international freight forwarders, international bankers, etc.

Sponsors: Charlotte USEAC, SBA, SBTDC, Bank of Granite and Wilkes Community College.

Location/Time: Every Tuesday morning from 9:00 – 11:00 a.m. at Wilkes Community College, Student Learning Center, Room 1112, 1328 Collegiate Drive, Wilkesboro, NC

Cost: There is no registration fee but space is limited and pre-registration is required. **Contact:** Robin Phillips at 336-838-6113 or phillipr@wilkes.c.nc.us or Greg Edwards at 336-667-8684 or gedwards@bankofgranite.com

July 21

Greensboro, NC

Showtime 2003: A Textile Fabric Exhibition..."Textile Tariffs & Quotas"

A panel discussion to present and discuss global issues.

Contact: Greensboro USEAC- (336) 333-5345.

July 28

Charlotte, NC

Export Opportunity Briefing

Sponsors: Charlotte USEAC, SBA, SBTDC,

Location/Time: North Carolina Center for Applied Textile Technology, Lemons Auditorium/Laboratory Adm. Building, 7220 Wilkinson Blvd., Belmont.; 9:00 a.m.-12:00 noon

Cost: There is no registration fee but space is limited and pre-registration is required.

Contact: George.Thomas@mail.doc.gov or Dan.Holt@mail.doc.gov at the Charlotte USEAC.

Don't forget to check the Raleigh USEAC website for contact information, upcoming events, trade bulletins, useful links, and the North Carolina Trade Finance Guide 2003. The website can be found at www.buyusa.gov/southeast/raleigh.html

***The U.S. Department of Commerce does not endorse or guarantee the outcome of trade leads or potential trade lead companies.**